

JAMES J. HILL ON RAILROADS.

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times we have been criticised for this, this criticism mainly coming from merchants who have desired a lower rate.

The following will illustrate our answer and the reason for the extreme low rates we have pursued. Take a farm of land with a hundred acres of wheat yielding, say, twenty bushels to the acre, two thousand bushels, or six tons. A reduction of five cents a hundred, or a dollar a ton, would amount to but little \$600 a year.

Take the same farm, estimate a week for fifty two weeks and takes away from the stock each week fifty pounds of merchandise, in a year he will have lost twenty-five hundred pounds, the entire freight bill would not have averaged 40 cents a hundred, or \$10 a ton, so that if the railway carried no merchandise for nothing and charged an additional five cents, a hundred on his grain the farmer would be worse off by nearly \$50 a year.

BASIC OF THE RAILWAY'S PROSPERITY

This illustration I hope makes plain the statement that the railroad is the only path to prosperity for the railway. The railway and its patrons must always prosper together or suffer together.

The greater the volume of business the lower will rates be. Take for instance a railroad to cover a million dollars on a traffic of a million tons a simple calculation shows that its profits must be a dollar a ton, if there are two million tons 50 cents a ton, and if there are four million tons, 25 cents a ton will bring the same profit.

NORTHWEST LUMBER TRADE'S GROWTH

In order to secure this additional tonnage intelligent railroads will secure for the producers in its various lines a market for their productions and, if possible, a return load for the car carrying such products to market.

We have on the Pacific Coast the largest body of first-class saw lumber left in the United States. When I first visited that country, with a view to extending our lines to the coast, I saw at once that unless we could carry that lumber to market at a price which would entitle them to manufacture and ship it with a profit our railroad would have no business. The first and greatest crop of that country is lumber.

We made a rule not to exceed one-half for 2,000 miles of our line a ton per mile, on this lumber, in order that we might load back the cars that carried out the merchandise to the West. This rate was never met by other roads, and the result was that the export of the lumber trade of Washington and Oregon that today it is over ten times what it was nine years ago, and in place of seeking additional loads for our cars from the West, we are now seeking additional loads for our westbound cars going to be loaded with lumber for the great treeless States of the Middle West, and the development of this Pacific Coast lumber traffic will work a greater change in the Oriental trade of the country than all the efforts of all the men engaged in that traffic.

BIG SHIPS MADE NECESSARY

To enable us to keep pace with the enormous demand for ships, and the moving of goods, we had to build the largest steamship in the world, through which we will be prepared this fall to meet not only the rates of other trans continental lines, but in the United States and Canada, but we will meet all the rates of our neighbors from the Atlantic ports via the Suez Canal.

Every manufacturer reached by any railway in the United States can ship his goods to the Orient by rail to the Pacific Coast and thence by steamer to the Orient with complete transportation from the Atlantic seaboard to the East by way of the Mediterranean and Suez Canal. Were it not for the certainty that there is a caravan of lumber waiting on the Pacific Coast, we could not carry our Oriental business at twice the rates we will offer.

JAPAN'S INCREASED COMMERCE

Much has been said about the increase of traffic in the East. I will use as an illustration what has occurred in Japan. Two years ago the foreign trade of Japan was not to exceed \$1 per capita of the population. To-day this trade is equal to six or seven dollars per capita of its population. Two years ago it amounted to about forty million dollars, and to-day it amounts to about two hundred and fifty millions of dollars, of which the United States share is less than one-fifth.

Ten years ago we exported about five million dollars annually to Japan and imported from her about twenty-six millions. Now our exports to Japan amount to thirty millions or six times as much as they were ten years ago, and the increase in our imports has been very small.

LAW OF TRADE SUPREME

We have seen a nation, ready to look to the States for political legislation for remedies which are beyond their power to give. The laws of trade are as certain in their operation as the laws of gravitation. You might as well try to sell a broken arm in a cast as to sell a commodity by legislative enactment.

You may obstruct and delay for a time, but the inexorable law of experience, and the survival of the fittest, will prevail. That is the universality of nature in every branch, and in its working it is eternal.

All the time the Ten Eycks row. My father was the ferrymen right here 100 years ago. He did the same work for the last fifty years.

There's my son who is training the crew at the naval academy and his son, who is the champion. Back in the 40s my twin brother Isaac and myself were the emblem of the country. Isaac is dead now.

Our biggest race in the 40s was off Newburgh, between two out of three boats, four miles to heat. Isaac and I were in one boat and Isaac Seaman and Abraham Post from Jersey City were against us. Our boat won. It took us 40 minutes and 150 pounds. They raced in the Hudson River which weighed ninety pounds.

That was about sixty years ago. Lots of folks came up from New York and Jersey City to see the race and all the bunting from Washington, D. C., was there betting 100 to 1 again Isaac and me.

But I guess some of 'em walked home, for we won the first two heats as easy as selling off a leg. We did it about three boat lengths and could have done better but we were too tired. As we always said to my son and grandson, that's the use of wasting your strength.

Then I can remember another big race that I was in with Isaac down in New York Bay about '50 or '55 five years ago. Let me tell you, it was a race between me and Isaac.

Let me tell you, I haven't got the place with me, but I guess I can say it over to you.

Then Capt. Jim stopped rowing and repeated the account of that race of half a century ago when he had committed himself to memory.

"He would try to tell us that he was 78 and would row against any man of his age on the river."

HE IS AN OARSMAN STILL AT 78

JAMES TEN EYCK THE FERRYMAN AT PECKSKILL.

Grandfather of Ed Ten Eyck, champion of the World. A Famous Oarsman, Built a Century Ago and a Famous Oarsman Now. —Mitors Surprised.

"No wonder Ed Ten Eyck is the champion oarsman of the world," said an amateur mill climber back from trip to the Dunderberg Mountain. "The Ten Eycks have been rowing for four generations anyway, back to more than 100 years ago and probably longer, and there are three generations at the oars now, including the grandfather, the most remarkable man of them all. He is 88 years old and rows every day."

"We went up to Peckskill expecting to find a conventional double-crew steam ferryboat to take us across the Hudson to the Dunderberg, but after a vain hunt for a ship, ferrymen and ticket chopper we asked a native what to do about it. He said that Uncle Jim Ten Eyck would row us across."

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"Uncle Jim was sitting on the end of a pier watching the tide and whittling a rowboat model out of a piece of kindling wood. He has a full head of white hair and a long beard to match, is considerably bent, but from rowing and not from age and doesn't look very rugged. That's one of the cases in which you can't go by looks."

"The old gentleman led the way across the pier to his boat, which was longer and narrower than the Whitbread boats used by the watermen at the Battery and all hands got aboard. The river at that point is about a half wide."

"The foot of the party offered to do the rowing. He admitted afterward that he thought Uncle Jim was so old that it would take him too long to get across. Uncle Jim, who has been rowing all his life, has seen a good many such totos in his day, grinned and let our amateur take the oars."

"The boat was heavy and the wind and tide were both strong upstream. The amateur, though avowedly without making much of a row, did not go so hard. Then he asked how far it was."

"Good mile and a half," said the old gentleman, still whittling on his model. "How long would it take you to row across?"

"Twenty minutes," said the ferrymen.

"How long will it take me?"

"Wouldn't like to say," replied Capt. Ten Eyck, but the last train for Forty-second street leaves Peckskill at 11 o'clock.

"It was then 2 o'clock in the afternoon. The man who thought he could row changed seats with the veteran and we went across the river as he had been a propeller astern and an electric motor a week ago."

"He didn't seem satisfied." He asked the ferrymen if he had ever heard of the ownership of the same name who had won the Diamond Sculls.

"Some," said the old man. "He's my namesake, I guess, of course."

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